FARMERS OF SOUTH LEARN NEW THINGS

Mear of Success of Co-Operative Selling and Buying in the Northwest.

TALKS FROM MEN IN FIELD

Virginia Far Behind in Dairying. Old Idea of General Competition Denounced.

Getting away from the idea of competition with everybody else, and of getting the most possible out of one's neighbor, with the substitution of competation in buying and selling, was the new doctrine preached yesterday to the farmers of the South, who gathered in numbers to attend their section of the Conference for Education. It was new in many ears, but it did not fail to arouse general interest, although some of it was, naturally, of a skeptical sort.

But one word can adequately describe the farmers' meeting—"live." There

the farmers' meeting—"live." There was not a dull moment. The speeches was not a dull moment. The speeches were made by men in the field, not theorists, but men called to Richmond from the places where they are actually doing things, to tell how they may be done. No long addresses were permitted. The inexorable bell on the secretary's desk rang out at the conclusion of the alcrited time. Chairman Joe Turner, of Hodins, turned a deaf ear to all the many demands that this or trat speaker's time be extended, saying the program must be adhered to or it could not be finished. There was no appeal from this.

General Discussion.

General Discussion.
As soon as "first bell" rang, quesons were fired at the man on the platform from all parts of the hall, and he had to answer them. The thirst for knowledge was intense. Old and young men were quick with queries. Some of them were a little persistent, and Chairman Turner had to jocosely threaten one with an umbrella. Finally he sent two of the most carnest questioners into an antercom, where they might talk to each other to their heart's content. In amost no instance had the questions ceased when "second bell" rang, and the chairman arose to present the next speaker.

to present the next speaker.

The farmers' meeting was also notable in that nobody on the program failed, and every speech was made just as had been announced. Considering that nearly all the speakers came from the distance. a distance—a large proportion from Minnesota—that was a remarkable

Need for Co-operation.

The day began with laying the foundation for co-operative work. "What Caused Us to Get Tegether?" was discussed by W. J. Shuford, of Hickory, N. C.; A. O. Nelson, of Svea, Minn, leverybody called him "Ole" before the Gay was half over); C. W. Moomaw, of Virginia, and others. They told how the producer had been exploited for years by the middleman; how, for self-lish reasons, products of the soil had been left to rot for lack of a market in some sections, while in others the same goods brought high prices because of scarcity, the truth being that Gealers had stocked up and wanted a big profit, making it to their interest to destroy the buying market.

Next came the practical end of forming and conducting selling associations for eggs, strawberries, small fruits, vegetables, potatoes, apples and live stock. The details were gone out.



City License Taxes For 1913

Office of City

tor, corner Tenth and Hull Streets, H. L. HULCE, City Collector.

Potels

TURKISH AND ROMAN BATHS.

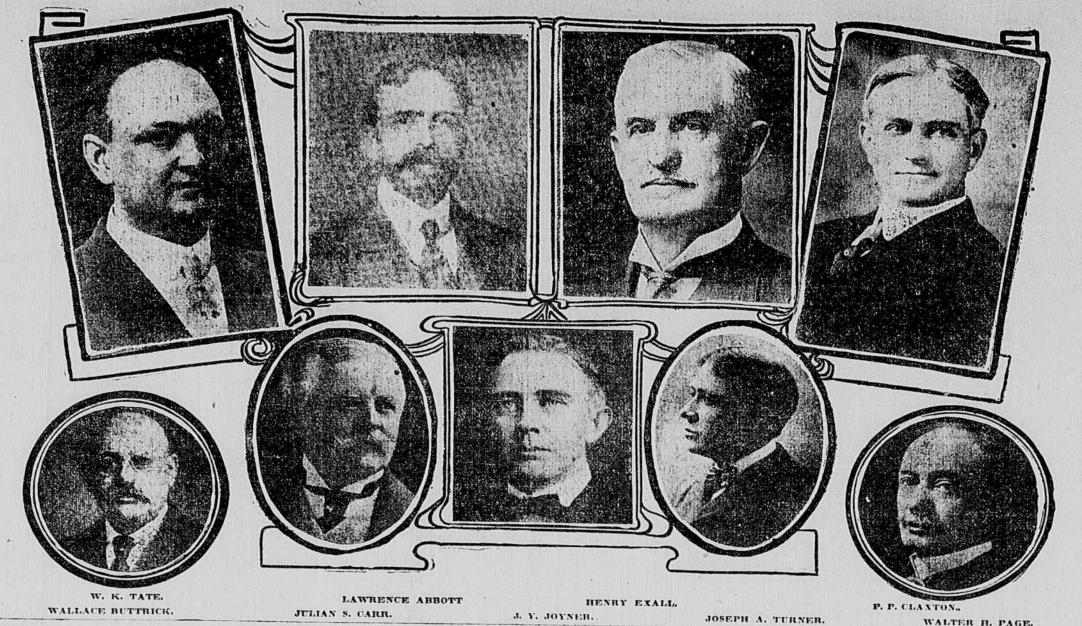


RICHMOND, VA.

The most magnificent hotel in the South. European plan. Rooms single and en suite, with and without baths spacious sample rooms.

Club Brenkfast.

PROMINENT FIGURES IN CONFERENCE FOR EDUCATION



had been ignorance. Farmers had actually charged him with stealing from

Cut Out Competition.

Fundamental principles of co-operation were discussed by E. M. Tousley, of Minnesota. He said the idea of ompetition in everything must be elim-nated. For instance, all trade should be based on the refusal of the seller hide from the purchaser any fact garding the transaction that is of interest to the buyer. Let all the energy of the dealer to-day, he said, is bent cealing things the consumer

will protect the co-operative as-ion. No attempt should be made o use the present corporation laws, or they are made for profit-makers, embers of the association should have equal voting power without regard to their interest and this would also eliminate proxies. There should be a division of profits among employes as well. as among shareholders. All the signs of the time, said Mr. Tousley, indicate that the people who labor are adoptng a new measuring stick, based on what they produce rather than on what their employes choose to give them.

Collector

The City Code requires a panalty of not more than \$29.00 per day for failure to pay on or before April 20.

Washington Ward licenses will be paid to J. P. Robinson, deputy collector, corner Tenth and Hull Streets, it is not concerning to the co-operative store ordered from a co-operative store onest considered. Mr. Caldwell told of the one at Lakefield, where half-hose usually sand the store makes money at it. Last summer rival stores soid at 5 cents, and \$1.00 the following the considered of the one at Lakefield, where half-hose usually sand the store makes money at it. Last summer rival stores soid at 5 cents, and the store makes money at it. Last summer rival stores soid good peaches at \$1.00 the following the store ordered from a co-operative store ordered from a co-operative store ordered in the store makes money at it. Last summer rival stores soid good peaches at \$1.00 the following the store ordered from a co-operative store ordered from the store ordered from a co-operative store ordered from a co-operative store ordered from the store ordered from the store ordered from the store ordered from the co-operative store ordered from the co-operative store ordered from a co-operative store ordere in Texas, and sold at 95 cents. It could have sold at 50 cents and made a good profit.

What about the producer?" shouted a questioner.

In reply Mr. Caldwell referred to Agriculture of Kentucky, injected spirit In reply Mr. Caldwell referred to the elimination of the middleman. Another questioner said that recently an association of implement men in session in Richmond passed a resolu-tion asking manufacturers of ma-chinery not to sell to co-operative stores. Mr. Caldwell smiled and said ws and common justice could take re of that, while Mr Nelson said the

speaker uttered a warning One speaker uttered a warring gainst producers forming another lass of special privilege, to exploit the onsumer. It was felt to be to the inrest of all to organize and co-oper-

Lastly came the subject of co-opertion in the handling of wood land the marketing of its products. While armers are learning the alphabet in cessful marketing of

discussed by Mr. Shuford; at Svea, Minn., by Mr. Nelson, and those in Minnesota in general by Professor T. L. Haeckel, of the university of that State. Mr. Shuford said that in North Carolina the greatest difficulty in the way had been because the Way. SOUTH'S GREAT EVIL

Business Men Attribute Backward State of Southern cuss the Southern situation, but thought certain features of the Minne- cause of agriculture by offering corn Agriculture to Landlordism and Unscientific Methods

me goods brought Bign asseed a green, making it to their Interest agreed, making it to their Interest appropriate \$1,405,600 to appropriate \$1,405,6

lien shark by a modern system of rural banking. Once educated to the dignity and profit of his calling, it was conceded, the farmer will himself solve most of the problems which confront

Conference Well Attended. More than 100 business men, repre-senting every Southern State and the cities were in attendance yesterday morning when General Julian S. Carr, of Durham, N. C. called the meeting to order in the auditorium of the Jefferson Hotel. It was the first meet-ing of busines men held in connec-tion with the Conference for Education in the South. tion in the South. The speakers in-cluded, in addition to those from Southern cities, men from the North and West who brought to the conference reports of advanced agricultural

with an address on general lines, call-ed attention to the various problems h confront the South. The exodus from the farm to the city, he said, must e stopped by making farm life more attractive to the young people and by making the rural community the "seat of activities on broad lines."
To this end, said the Durham man, good roads must be constructed to

school-house must be improved and made the centre of social life. The gradual abolition of landlordism, he said, is essential to the best agricultural development, as is also the development of an adequate money supply available to farmers at a reason-able rate of interest,

Fertilizers Measure Ignorance. into the morning session with an ufisparing arraignment of the evils which

mercial fertilizers. To this failing he attributed a large measure of the burden which Southern farmers bear to- cities. Any man that farms with commercial fertilizers alone will land in the poor-house sooner or later," said Mr. Newman. "If you will add up the sum

this item you will have an accurate measure of their ignorance and the annual waste of their unskilled tillage. The Southern farmer, he said, depends upon fertilizers as the panacea for all his soil ills, much in the same manner as the man who goes to the corner drug store for the pill which is attributed with power to cure all human aliments.

Mr. Newman saw no relief from present conditions until the farmers of the South learn, through the experiment stations and other agencies, that panace the factors has provided in abundance the this item you will have an accurate measure of their ignorance and the annual waste of their unskilled tillage."

such well known Southern men of af- learned the lesson. Until the era of the United States Census Bureau, on the improvement of the territory

ing from place to place-a forgotten

Remedy in Education.

Pressed by members of the confer-ence to suggest a possible solution, Dr. Branson said that a liberal spirit among land owners and the spread of among land owners and the spread of education, and consequent higher standards of living, offered the best hope of relief. As the dignity of land ownership is realized by the tenant holding classes, he thought, their providence and frugality will increase.

When these tendencies are met with encouragement by land holders and means are provided by which money may be borrowed on good terms, the evil will gradually disappear.

E. I. Wetsen, of South Casaline, who

E. J. Watson, of South Carolina, who spoke early in the morning session on the subject, "Why Are We Not Getting Adequate Yields?" attributed that failing to the tenancy system, to the reckless butchery of the soil, and to missioned was of commercial fertilizers.

duction of the staple, but in its dis-tribution. Under present conditions, he said, the cotton grower is practically morning session with an ufi-arraignment of the evils which follow the reckless use of com-dent planter, he is still at the mercy of his local banker, whose course is dic-tated by the reserve banks in the large

The remedy for the condition, said

Successful marketing of crops, said
Bristow Adams, of the United States
Forestry Service, they have not yet
reached A in selling lumber. He advised
getting together for the study of this
woodlo: management in the rural
schools was made by E. R. Jackson, of
the office of United States experiment
stations and other agencies, that ninefortalizing constituents.

The plan, through the experiment stations and other agencies, that ninefortilizing constituents, that ninefortilizing constituents, that ninefortilizing constituents.

The that he has already framed a bill embodying the warehouse plan outlined,
and that the Senate of South Carolina
had passed it. 'He expected it to, bewithout a box of Mother Gray's Sweet
be without a box of Mother Gray's Sweet
be without a box of Mother Orallian
the welfare of their children, should never
be without a box of Mother Gray's Sweet
be without a box of Mother Gray's

by farming communities in the South. operative enterprises. Speeches were made at the morning

Numbering in its roster of speakers stand ready to help all those who have session also by John Lee Coulter, of The activities of the railroads in

which he pointed out the folly of trying to help the farmer from the outside. Reform, he held, must begin from the ottom, and the organization of the farmers is a necessary prelude to any scheme of betterment. The trouble with the Southern farmer, he thought, was that he is too individuallstic. With the rural population organized and in tune with the big conference, he said, reform will follow much more easily.

The following the southern farmer plants and raises diversified crops.

Other talks were made by Thomas Other talks of the farmer of deaths in this State from typical of the farmer plants and raises diversified crops.

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Chairman Carr named as a standing tion between the two. conference for Education in the South, in carrying out the proposed suborganization, Theodore H. Price, of New York; James Speed, of Louisville, Ky.; Walter G. Cooper, of Atlanta; A. V. Snell, of Charleston, S. C., and F. G. Wisner, of Laurel Miss. of Laurel, Miss.

Negro a Factor. Former Governor Noel, of Mississippi, discussing the general tenor of the day's address, was inclined to minimize the danger of tenancy. It was an economic condition, he said, which will disappear as soon as the tenants as-sert their ability to own and care for property. The presence of the negro in large numbers, thought Mr. Noel, made large numbers, thought Mr. Noet, made of tenancy in the black belt of the South E. unavoidable. The low average state the of tenant intelligence, particularly in is 1 unavoidable. The low average state of tenant intelligence, particularly in the Gulf States, he said, made it economically more profitable both for tenant and owner to cultivate the land on the large plantation system. Individual tenant in the conference for Education of Wodirected use of commercial fertilizers. The correct use of these was so little ant and owner to cultivate the land on known, he said, that two-thirds of the commercial fertilizers applied to farm dual ownership will come, he predicted, with the rise of intelligence and the consider the plan of education compiled by President H. L. Whitfield for the plan of education compiled by President H. L. Whitfield for the consider the plan of education compiled by President H. L. Whitfield for the consider the plan of education compiled by President H. L. Whitfield for the consider the plan of education of Wo-men in the Country, to be held this afternoon at the Jefferson Hotel, will consider the plan of education of wo-men in the Country, to be held this afternoon at the Jefferson Hotel, will consider the plan of education compiled by President H. L. Whitfield for the with the rise of intelligence and the consequent development of initiative.

The statement was construed by a representative of the fertilizer manufacturing industry present as an attack on the value of fertilizers, and he made a vigorous protest. Mr. Watson explained that his quarrel was not with the product, but with the incorrect use of it, and the protest was withdrawn.

State Cotton Warehouses.

State Senator John L. McLaurin, of South Carolina, discussing the cotton problem, gave it as his opinion that the onsequent of intelligence and the consequent of initiative.

With the rise of intelligence and the consequent of initiative.

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detailed his experience with the pest.

Need Immigration.

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Leonard Robinson, of New York, told the conference that Southern agriculture stood most in need of new blood. the conference that Southern agricul-ture stood most in need of new blood. The cities, he said, have for many years taken away from the farm its ablest young men, and others are needed to take their place. He advised the creation of local committees in-The remedy for the condition, said Senator McLaurin, lies in the creation by the State of warehouse depositories, which will receive the cotton from the planter, issuing warehouse receipts for planter, issuing warehouse receipts for which will receive the cotton from the planter, issuing warehouse receipts for it, which, with the guarantee of the State behind them, will be easily nego-State behind them, will be easily nego-State would adopt rigid laws against speculators who have by their fradu-lent practices in the North brought Southern land into disrepute. James Speed, of Louisville, Ky., de-

CHILDREN WHO ARE SICKLY

recently appointed by President Wil- scribed the activities of the Louisville son member of a commission of seven Commercial Cluß in forwarding the to investigate rural credits abroad, cause of Kentucky agriculture by a tunity. outlined to the conference a plan of co- systematic use of the rural press. Edoperative marketing which has been gar Sydenstricker, of Lynchburg, readopted with considerable success by viewed the activities of leading Southhis town. He made no attempt to dis- ern cities which through their commersota plan might be adopted with profit club prizes and engaging in other co-

Railroad Men Talk.

fairs as former Governor Noel, of Mis- full enlightenment comes, the speaker "The Status and Possibilities of South- through which they pass was dississippi, and General Julian S. Carr, conceded, commercial fertilizers will ern Crop Production"; by J. A. McKee, cussed by M. A. Hayes, for the South-

fairs as former Governor Neel, of Mississippi, and General Julian S. Carr, of Durham, N. C., the business men's division of the Conference for Education in the South devoted two busy sensions yesterday to an acute examination of the peculiar farm problems of the Southern States and to a discussion or remedies for the Hills.

The tenant evil and its blighting induces on the South was the subject of a adjusted on the Hills. The tenant evil and its blighting induces on the South was the subject of a stirring address by Dr. E. C. Branson such that diverged only far enough to prove the rule, the speakers at both morning and afternson resolution for the Hills.

With variations that diverged only far enough to prove the rule, the speakers at both morning and afternson resolution for the Georgia State Normal Collaboration of the growing incubus of commercial fertilities as a substitute for scientific farming, to the reckless use of commercial fertilities as a substitute for scientific farming, to the reckless use of commercial fertilities as a substitute for scientific farming, to the reckless use of commercial fertilities as a substitute farming to the reckless used by M. A. Hayes, for the Souths can for the United States of Kentucky, on "cinc Piclaid" and by Charles J. Rand, of the United States of Kentucky, on "cinc Piclaid" and by Charles J. Rand, of the United States of Kentucky, on "cinc Piclaid" and by Charles J. Rand, of the United States of Kentucky, on "cinc Piclaid" and by Charles J. Rand, of the United States of Kentucky, on "cinc Piclaid" and by Charles J. Rand, of the United States of Kentucky, on "cinc Piclaid" and by Charles J. Rand, of the United States of Kentucky, on "cinc Piclaid" and by Charles J. Rand, of the United States of Kentucky, on "cinc Piclaid" and With Variations of the Cincil States of the Condition of the Southern States of the United States of the Condition of the Condition of the Condition of the Southern States of the Condition of the Southern States of the Condition of the Southern

CONFERENCE NOTES

Taxation, in the courtroom of the State tol. They are Lawson Purdy, president of the Board of Taxes and Assessments, of New York City, and T. S. Adams, State Tax Commissioner of Wisconsin.

The subject is of special interest. of New York City, and T. S. Adams, State Tax Commissioner of Wisconsin. The subject is of special interest in try Church and Recreation," pointing Virginia, and it is expected many try. Virginia, and it is expected many peo-ple who think on the susject will be t esent. Dr. Charles Le Haper, dean of the graduate school of the University of North Carolina, and former Governor E. F. Noel, of Mississippi, are among

Senator Knute Nelson, of that State. They all call him "Noot."

The John Marshall house, formerly the home of the great Chief Justice, will be open to all visitors to the conference to-day from 9 to 5 o'clock. A committee of the Association for the Preservation of Virginia Antiquities will receive will receive.

The receptions at the Valentine Mu-seum and at the Art Club will continue seum and at the Art Club will continued this afternom, from 4:30 to 7 o'clock. It is necessary to secure tickets at the conference office, because of the limited space. The Confederate Museum is open to all members of the conference wearing badges.

The exhibits will be unusually interesting to-day because of the demonstrations in cooking, canning and sewing by the girls.

ing by the girls.

A party of conference visitors is being made up to visit Hampton Institute,

PREACHERS TALK RURAL PROBLEMS

Conditions in Mountain Districts Strikingly Shown in Pictures.

THE CHURCH AND MORALITY

State Board of Health Will Co-Operate in Teaching Sanitation in the Country.

The relation of the country church to health, community morals, recreation, education and many other problems of rural life were considered by the preachers of Virginia in conference assembled at the Y. M. C. A. building yesterday morning and after-

The problem of Virginia's great neglected population in the mountain districts was praphically set before the audience in an illustrated lecture by T. S. Settle of Richmond. In colored slides he showed the squalld homes of the mountaineers in settings of natural beauty the most striking in America. He urged that the great forests and valleys of the Virginia mountains were meant to be a splendid home for men; and that the remedy for mountain conditions is not to bring the people to the citles, but to take education and religion to the mountains.

He also showed some striking pic-

religion to the mountains.

He also showed some striking pictures of mountain types of men, showing that they are a fine intelligent race, who have been stultified by neglect and an enforced primitive way of life. One of his pictures showed a mountain cabin of two rooms, in which thirteen people and four dogs lived, while another was of the school-house, a mere clapboard shack.

In Rockbridge County a mission has

In Rockbridge County a mission has been established among these people which includes a church, a school and a hospital. The people have shown the greatest eagerness to learn, even those of advanced age who have been diliterate all of their lives. Mr. Settle's pictures showed the spelling bees, field meets, debates, and many other activities, into which these people readily enter when given an oppor-

The question of the responsibility of the church for community morals in the country were discussed by Rev. W. S. Hoyes, of Louisa. He mentioned the problem of drink as one of the most serious in the rural districts, even in "dry" territory, where the blind tiger and the moonshine still are as much

rural districts of the South, where it results in the spread of vice and dis-

14,500 annually to 8,000 annually, and tirely by good sanitation. In the great cities, scientific methods have almost eliminated typhoid, so that vaccination the church would take the lead in the matter of education, the same results might be obtained, he said, in the rural

Dr. Williams said that the health department is ready to co-operate with the country pastor by sending him a variety of bulletins on health and variety of bulletins on health and sanitation; and the department now has many pastors upon its mailing list, it will also distribute diphtheria anti-

out that the lack of pleasure in rural communities is one of the most potent causes in forcing the rural population to the cities. He urged that the country pastor should be a leader_in moting the simple amusements which are possible in rural sections. For Mountain People.

A plea for the mountain people was made at the morning session by Rev. J. B. Ellis, of Yancey, Rockingham County, superintendent of the West County, superintendent Blue Ridge Mountain Mission. He asginia are a race well worth saving. and are simply the victims of neglect. They have never been fairly represented in the press, he said, because it "Electricity is only their crimes that get into ivered at 5 print.

The question of the leadership of the church in gural education was discussed by Rev. B. W. Beckham, of stated that Danville, He schools are to be brought to a high state of efficiency, they must be taken out of the hands of the politician and managed by experts. The churches are the only progressive element in the rural community, he said, because the people have so few opportunities for

education. Charlotte Wants Conference.
Charles C. Hook, president of the Greater Charlotte Club; J. Frank Wilkes, chairman of the convention committee, and C. C. Moore arrived here yesterday from the hustling Carolina town to capture the next annual meeting of the Conference for Education in the South. They got to work with a many and while they received right away, and while they received no definite or final promises, they were



assured of hearty support.

CATARRH JELLY CATARRH JELLY
Knocks out Tonslitis, Sors Throat,
Croup, Cold in Head. In patent tube,
with cleanly nasal tip. Best antiscptic
dressing known. Don't be without
THE BEST—get THIS!
All Druggists. 28c.